Presented by:

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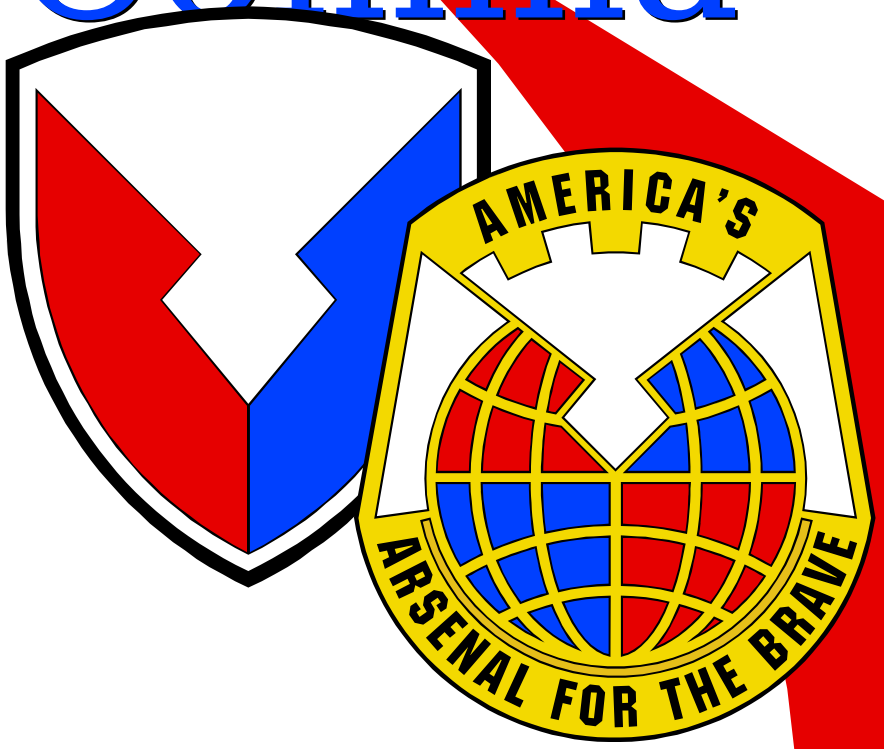

Acquisition Reform Initiatives IPR

Single Process Initiative

28 Oct 98

Status of Army's SPI Program

- $13,886,500 in Negotiated Savings
- >$110 million in "Cost Avoidance"
- 122 Contractor Facilities Affected
  - 87 are top 200 DoD contractors
- 918 Concept Papers
  - 639 Block change modifications
  - 173 proposals withdrawn/disapproved
  - 39 found technically unacceptable

Packaging

- Concept Papers propose move to commercial packaging
- Negotiations removed all but one objection
  - Contractor wants ability to change packaging specifications without prior Government approval
- Current Status
  - DUSD-Acquisition Reform initiated an IPT
  - 2 pilots (GE/Allied Signal) established to implement commercial packaging

Army FY99 SPI Program

- **Develop a Marketing Plan to Build on Success**
  - **Focus on PEOs/PMs**
- **Raise PEO Level of Involvement on Corporate Management Councils**
- **Focus on High Returns for Current Contracts**
- **Make the Smart Business Decisions to Insure Continued Readiness**